

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY
MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

<p>Bidder RAINTREE STECK JAUGHN</p>

PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
E. PREBOUND HARDBACKS				
Discount/Charge per copy	<u>NA</u> %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
F. <u>NON-PRINT AND OTHERS</u>				
Discount/Charge for single unit				
1. Audio Cassettes (music, educational, etc.)	<u>NA</u> %	_____ %	_____ %	\$ _____
2. Audio Visual Materials	_____ %	_____ %	_____ %	\$ _____
3. Books on Tape Abridged	<u>NA</u> %	_____ %	_____ %	\$ _____
4. Books on Tape Unabridged	<u>NA</u> %	_____ %	_____ %	\$ _____
5. CD-ROM (fixed price only- no online services)	<u>NA</u> %	_____ %	_____ %	\$ _____
6. CD-ROM (additional discount if offered in conjunction with an online service)	<u>NA</u> %	_____ %	_____ %	\$ _____
7. CDs (music, etc.)	<u>NA</u> %	_____ %	_____ %	\$ _____
8. Encyclopedias	<u>35</u> % *	_____ %	_____ %	\$ _____
9. Laser Disc	<u>NA</u> %	_____ %	_____ %	\$ _____
10. Maps	<u>NA</u> %	_____ %	_____ %	\$ _____
11. Microcomputer Software (educational)	<u>NA</u> %	_____ %	_____ %	\$ _____
12. Microform (Microfiche and microfilm)	<u>NA</u> %	_____ %	_____ %	\$ _____

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VAUGHAN

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	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
13. Slides	NA %	_____ %	_____ %	\$ _____
14. Video Tapes (feature film, educational, etc.)	35%*	_____ %	_____ %	\$ _____
15. Other (please specify)				
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____

Volume Pricing-Price Breaks for
Section F for Multiple Units-List
Non-Print Sub-Item Numbers:
(Aggregate pricing to be offered
on subsequent pages)

No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____

Charge

Services-Specify

G. SERVICES
See Page 20,
"Detailed Specifications."
Bidders to specify the
services they offer.

1. Catalog Kits

FREE

PLEASE SEE
ATTACHED BID
DOCUMENTS.

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2. Cataloging and Processing

\$ **FREE**
 \$ _____
 \$ _____
 \$ _____
 \$ _____

3. Rebinding of Paperbacks

NA

\$ _____
 \$ _____
 \$ _____
 \$ _____

4. Shelf Ready Books

\$ **FREE**
 \$ _____
 \$ _____
 \$ _____

5. Customized Reports

NA

\$ _____
 \$ _____
 \$ _____
 \$ _____

6. Bibliographic Records

\$ **FREE**
 \$ _____
 \$ _____
 \$ _____

7. Security Tape

\$ **FREE**
 \$ _____
 \$ _____
 \$ _____

8. Bar Codes

\$ **FREE**
 \$ _____
 \$ _____
 \$ _____

9. Other - Bidder to list:

\$ _____
 \$ _____
 \$ _____

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VAUGHN

See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications."

Please specify the amounts that apply in the left column and the discounts to the right of the solid line.

DISCOUNTS

VOLUME PRICING-PRICE BREAKS

for agency's aggregate purchase in dollars. Please specify the amount that applies:

\$ _____
 \$ _____
 \$ _____

Item I	Item II	Item III	Item IV
TRADE	NON-TRADE	Text-	NET
Discount	Discount	Books	Handling
			Charge
			\$ or %
<u>Ø</u> %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____

VOLUME PRICING-PRICE BREAKS

for aggregate contract purchases in dollars statewide:

\$ _____
 \$ _____
 \$ _____

<u>Ø</u> %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____

OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain:

\$ _____
 \$ _____
 \$ _____

<u>Ø</u> %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____

Electronic Access Ordering Discount

Prepayment Plan Discount

Deposit Account Discount

Approval Plan Discount

Please Explain

Ø %
Ø %
Ø %
Ø %

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Bidder
RAINTREE STECK
VAUGHN

BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): 63
In lieu of three years, previous experience may be considered
or five references may be provided.
See "Qualification of Bidder" clause.
2. If bidder does not meet the three-year requirement, has either
documentation of previous experience or the required five
references (including company name, contact person, complete
address, telephone and fax numbers) been attached?
☐ YES ☐ NO
3. Does bidder offer an electronic access ordering system (optional)?
☐ YES ☒ NO
4. If yes, name of computer software system offered for electronic
access ordering system: _____
5. Is 24-hour rush delivery available (optional)? ☒ YES ☐ NO
6. If yes, is there an additional charge for 24-hour delivery? ☒ YES ☐ NO
7. If there is a price additional for 24-hour delivery, on what basis
(state "0" if none)? _____
Charge: \$ _____
8. Is bidder offering foreign product? ☐ YES ☒ NO
If yes, please identify: _____
9. Toll-free numbers for state procurement use
(see "Toll-Free Numbers"): Telephone: 888-363-4766 Fax: 877-578-2688
10. If a toll-free number is not currently available, is bidder willing
to establish a toll-free number, if awarded a contract? ☐ YES ☐ NO
11. Is bidder prepared to submit the required financial statements
within five business days of request (see "Financial Stability"
clause)? ☒ YES ☐ NO
12. Guaranteed Delivery (Number of calendar days required to
ship 95 percent of typical order)? 20 Days A/R/O

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Bidder
RAINTREE STECK
VAUGHN

13. In the event you may be successful in
receiving an award, please provide the
following information for inclusion in
the Notice of Contract Award to be sent
to customer agencies:

Company Name:

RAINTREE STECK VAUGHN

Street Address:

4515 SETON CENTER PKWY

P.O. Box:

26015

City, State, Zip:

AUSTIN, TX 78755

Contact Person (please print or type):

TONYA CONNELL

Telephone Number:

800 888-363-4266

Local 512-795-3329

Fax Number:

800 877-578-3268

Local

Internet Address (E-mail):

tonyconnell@steckvaughn.com

WWW Site:

www.raintreesteckvaughn.com

14. Is the pricing offered the same or lower
than that offered to other corporations,
institutions, and government agencies'
on similar items, quantities, terms and
conditions:

☒ YES ☐ NO

If no, please explain:

15. EXCEPTIONS: Does bidder take exception
to any of the terms and conditions stated
herein?

☒ YES ☐ NO

If "YES", please explain in detail:

PLEASE SEE ATTACHED
BID DOCUMENTS

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VAUGHN

For Item I, Trade; Item II, Non-Trade;
and Item III, Textbook Publications,
a percent discount shall be offered as
follows: List less _____% Discount
For Item IV, Net Publications, a
handling charge shall be as
follows: \$_____ each
Enter Zero if No Discount or No Charge

PUBLICATIONS

	Item I	Item II	Item III	Item IV
	TRADE	NON-TRADE	Text-	NET
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
<u>A.-E. PRINT</u>				
A. CLOTH BINDING				
Discount/Charge per copy	<u>NA</u> %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
B. LIBRARY BINDING				
Discount/Charge per copy	<u>35</u> %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	<u>0</u> %	_____ %	_____ %	\$ _____
_____ copies	<u>0</u> %	_____ %	_____ %	\$ _____
_____ copies	<u>0</u> %	_____ %	_____ %	\$ _____
C. PAPERBACKS, QUALITY				
Discount/Charge per copy	<u>NA</u> %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
D. PAPERBACKS, MASS MARKET				
Discount/Charge per copy	<u>NA</u> %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____



RAINTREE / STECK-VAUGHN LIBRARY

June 13, 2001

New Hampshire State Library
20 Park Street
Concord, NH 03301

Re: Bid for Library Materials – Books and Non-Print and Related Ancillary Services

Dear Raintree Steck Vaughn Customer:

In response to your request, Raintree / Steck-Vaughn is pleased to offer the following proposal:

PRICES

Prices are based on our current Raintree/Steck-Vaughn Library Catalog. Prices will be those listed in the catalog that is in effect at the time you place your order. Our catalog price dates are valid from September through August of each year.

DISCOUNTS

With bid acceptance, you will receive a 35% discount from publisher's list price, plus FREE shipping and FREE full processing. This would be 35% off everything in our catalog with the *exception(s)* of these items, which are already at the *lowest discounted prices available*. The exceptions would be Accelerated Reader Publishers Packages, the Raintree Steck Vaughn Illustrated Science Encyclopedia Complete 25-Volume Set with annual and CD-ROM, Scholastic Reading Counts! Packages, our 'Pre-Pub Offer's' on new titles et.al.

PROCESSING

Free processing will be offered for your district upon our bid acceptance. Full processing includes the placement of catalog card kits (with pocket attached), attachment of spine label, and placement of barcodes (if ordered) and **Microlif** disks.

QUESTIONS

Any questions you have should be directed to:

**Raintree Steck Vaughn Co.
Library Bid and Contracts
P.O. Box 26015
Austin, TX 78755
512-795-3329**

ORDER TYPING

Steck-Vaughn Company offers free order typing service. If you would like your order typed up, please contact our Customer Service Department or your Sales Representative. We offer this service **free of charge upon request**. Typing your order usually takes 3-10 working days after receipt of request.

SHIPPING COSTS

On FOB Origin orders, transportation charges are 6% of your subtotal, prepaid and added as a separate item to your invoice. No handling fee will be applied to any order. To determine FOB Destination price, add 6% to individual or series catalog price. **Shipping will be FREE upon bid acceptance.**

Prices in current catalog are effective until August 31, 2001. Your discount will be based on current list prices. That is, the catalog in effect at the time you place your order. New catalogs are available in September of each year.

About our company:

RAINTREE/STECK-VAUGHN

Steck-Vaughn Company has been doing business in Texas since 1965 as a publisher/producer/distributor of supplementary curriculum textbooks and materials, library books, test preparation and assessment materials, GED and other educational software, magnetic manipulative and limited school office supplies. We remain dedicated to providing quality merchandise for all of our customers. We maintain corporate offices and a warehouse in Austin, Texas.

Raintree/Steck-Vaughn offers the new products your readers want, the prices you need, and the excellent customer service you deserve. From lighthearted fiction to serious reference books, we meet the reading and research needs of children and young adults.

ADDITIONAL INFORMATION

Additional information can be obtained from the following two locations. For customer services, related issues, such as placing or inquiring about an order, please contact our customer service department at:

Steck-Vaughn Company
Attn: Customer Service
P.O. Box 26015
Austin, TX 78759
Phone: 1-888-363-4266
Fax: 1-877-578-2638

Bid award letters and/or questions concerning bids and quotes should be directed to:

Steck-Vaughn Company
Attn: Bid and Contracts , Library Dept.
P.O. Box 26015
Austin, TX 78755
Telephone: (512) 795-3329
Fax: (512) 795-3699

Please reference your bid name/number on all correspondence. In addition, we are pleased to offer ordering service via the Internet. Visit our Web site at <http://www.steckvaughn.com> for additional information, or to place your order.

We look forward to hearing from you. Please contact me if there are any questions or if further information is needed concerning this bid.

Regards,



Tonya Connell
Bids & Quotes Specialist